

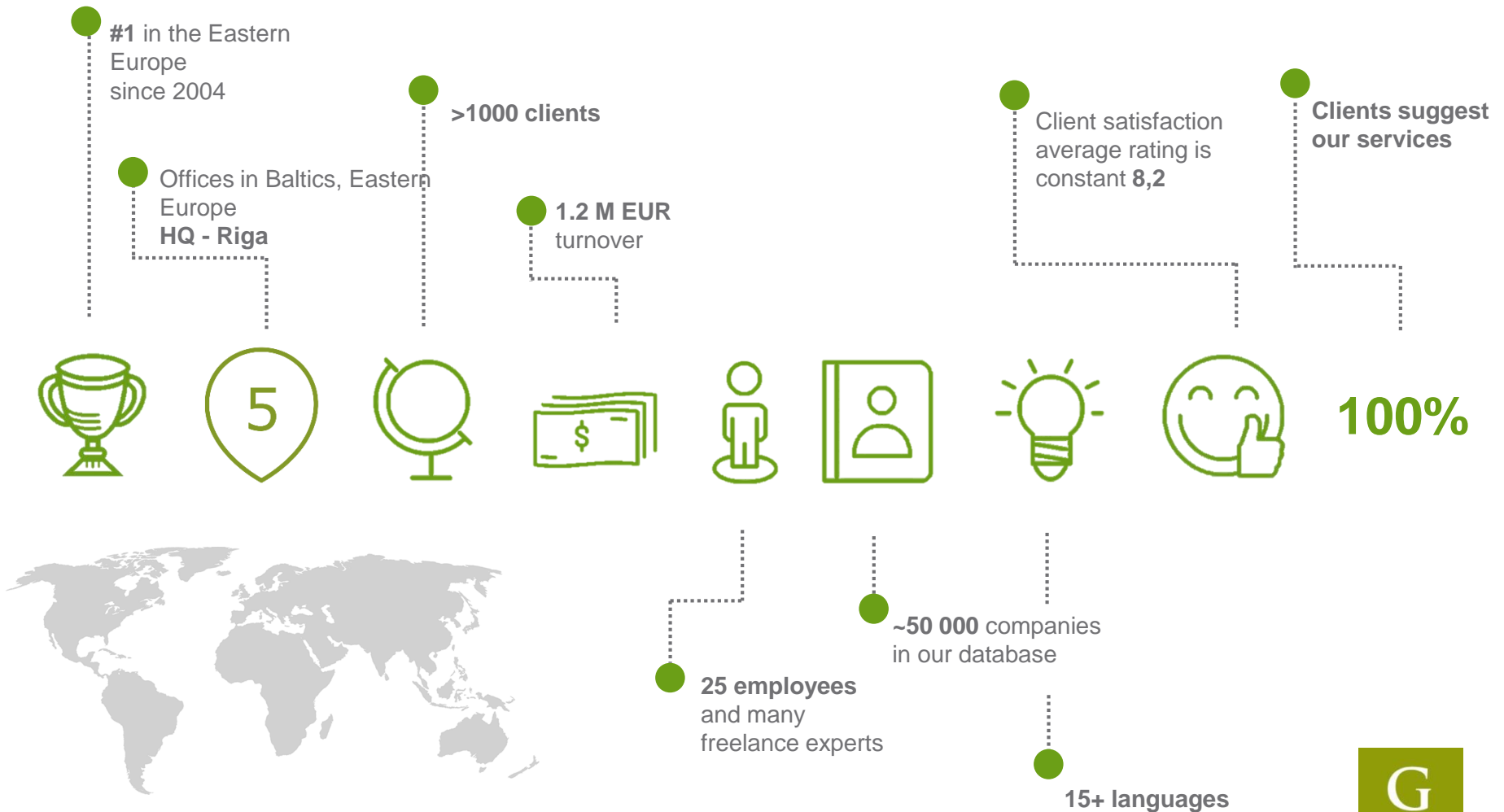


EXPORT POWERHOUSE

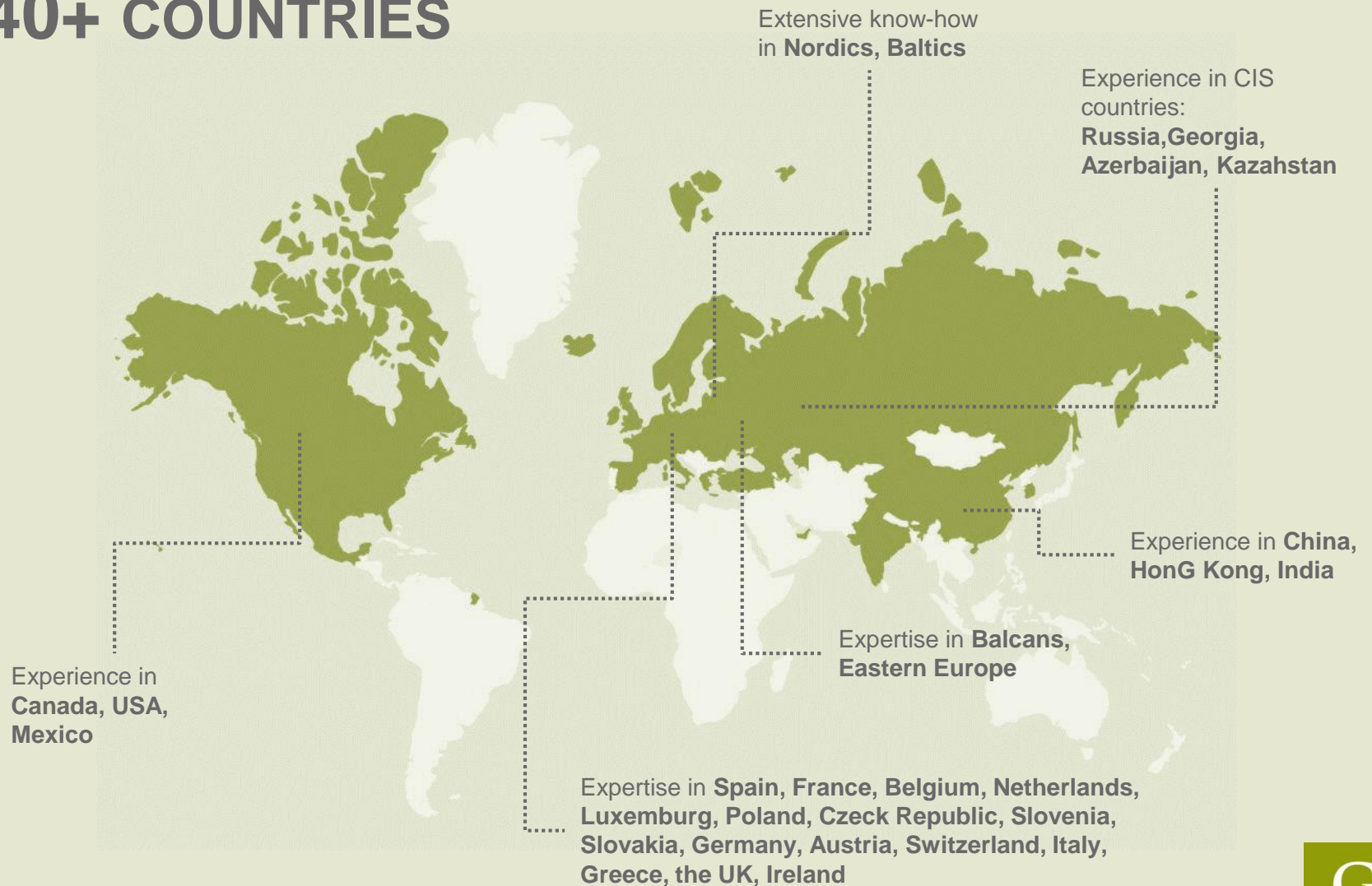
Your gateway to new markets

GATEWAY
& PARTNERS

KEY FACTS

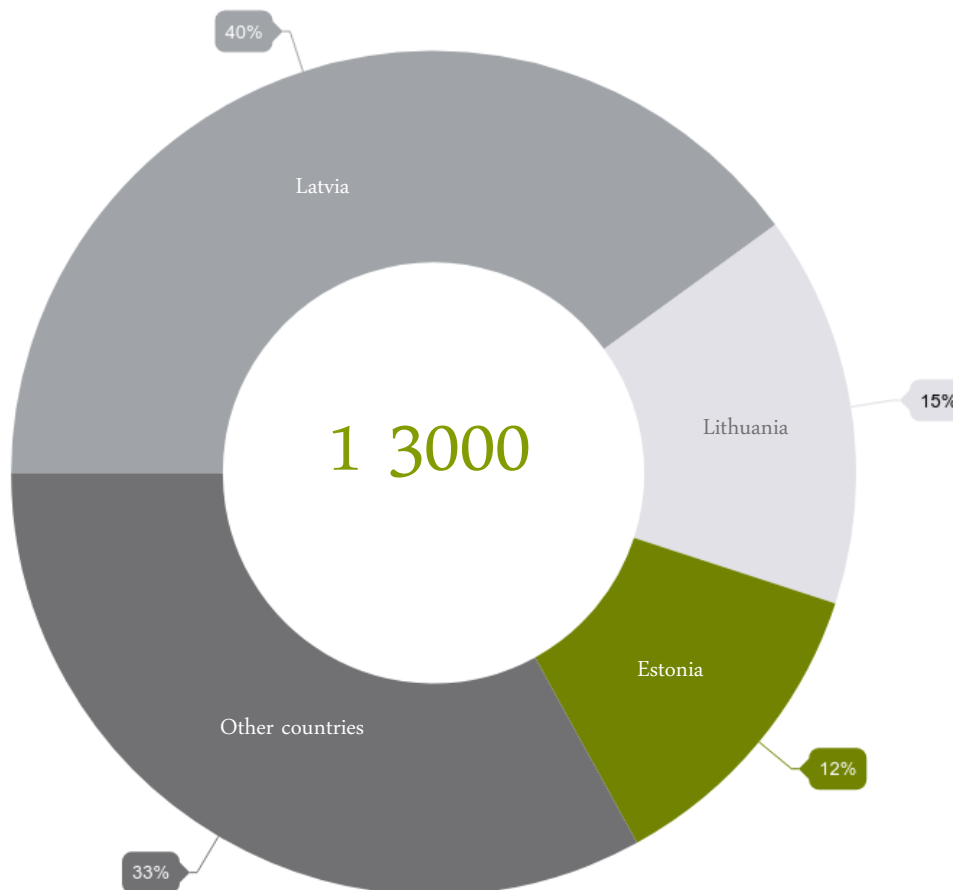


PROJECTS TO 40+ COUNTRIES



OUR EXPERIENCE

More than 100 projects from furniture industry



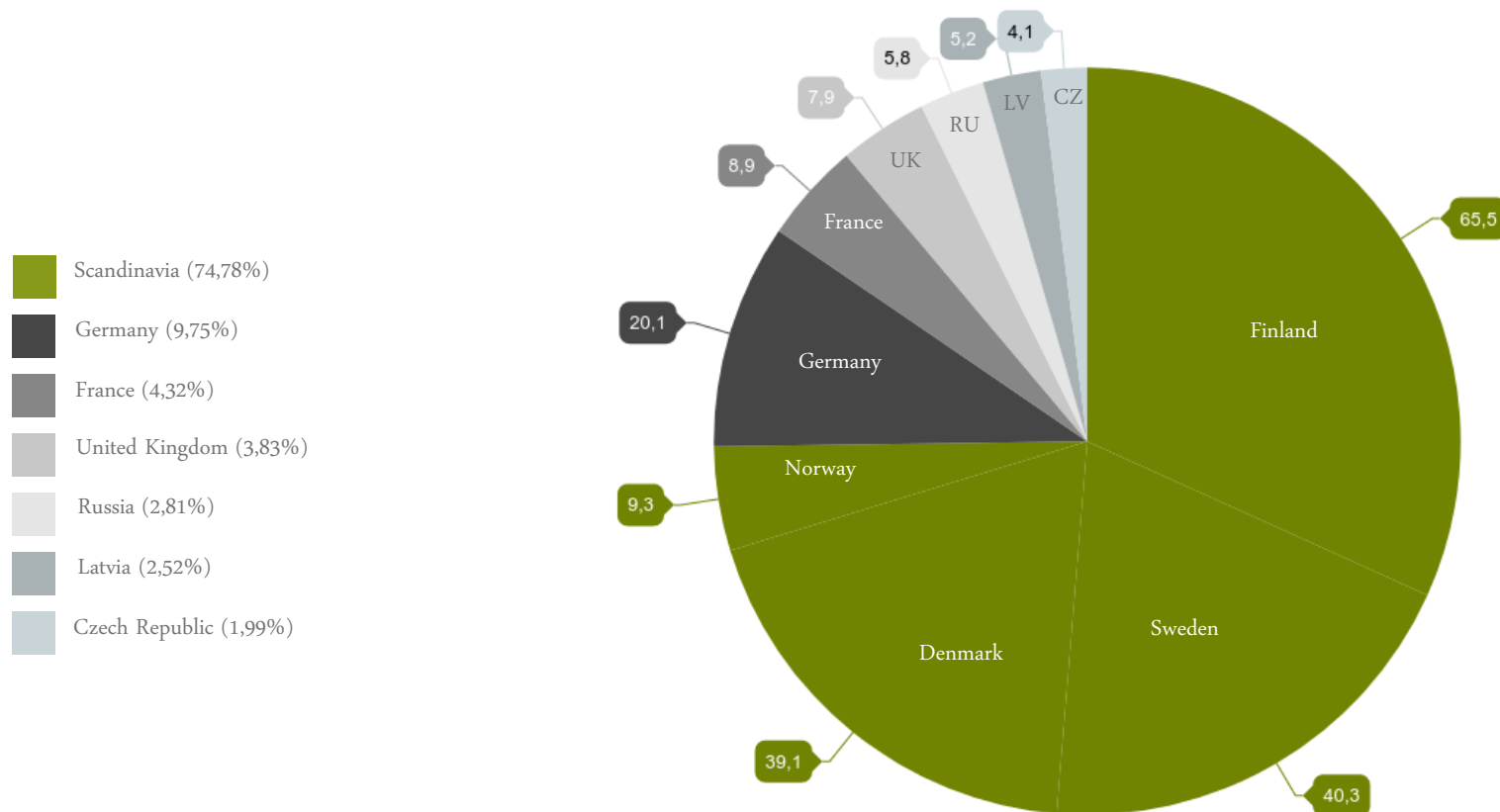
BALTIC FURNITURE EXPORT

M EUR



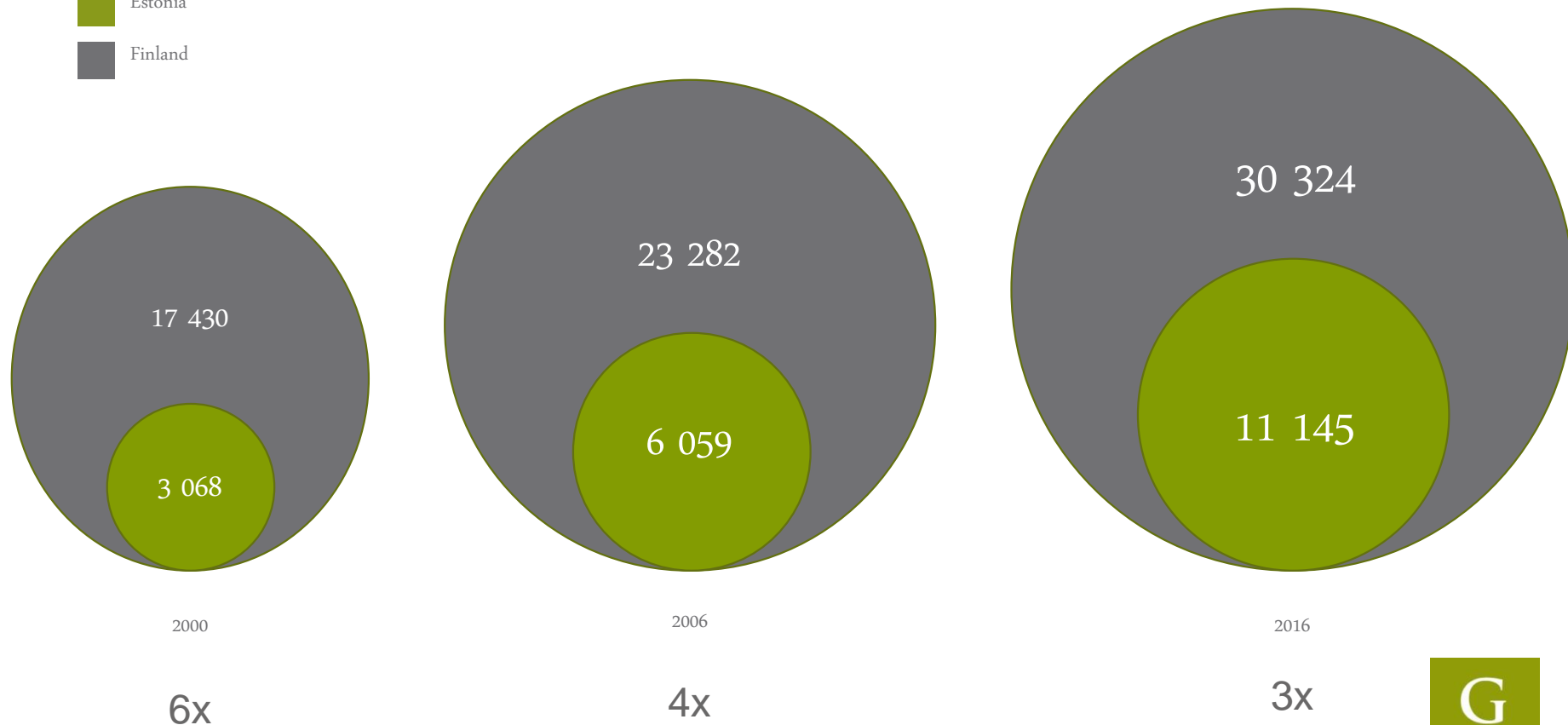
ESTONIAN FURNITURE EXPORT

M EUR (2016)



SALARY IN ESTONIA AND FINLAND

NET ANNUAL, EUR





HOW TO COMPETE WHEN YOU ARE NOT THE CHEAPEST OPTION

What have we learned

GATEWAY
& PARTNERS

The background is a wall of dark, weathered wood with a grid of rectangular shelves. The shelves are mostly empty, but one shelf in the middle-right section contains a small, ornate table with a lamp on it. The lighting is dramatic, with strong shadows and highlights, creating a sense of depth and texture.

LESSON #1

Focus. Know your niche and be excellent at it.

RAUKO | FURNITURE



TASK

PARTNER SEARCH IN SWEDEN

PARTNER PROFILE

- Shop fitting companies;
- Interior design companies
- Design furniture companies;
- Architects;
- Construction companies.

PARTNER SEARCH

- Overall 28 companies in Sweden were approached.
- 12 Swedish companies expressed their interest in a meeting



RESULT

- Business trip were organised where Rauko had 10 meetings to discuss potential partnership.

Professionals who know what needs to be done to achieve results. Service worth the money!
/Gints Ozols, Member of Board/

A collage of financial assets including gold bars, gold coins, and Euro banknotes. The gold bars are stamped with 'NMR MELTER ASSAYER' and serial numbers like 'G000023' and 'G000010'. The gold coins are stamped with 'GLOBAL INTERGOLD' and '999.9'. The Euro banknotes are partially visible, showing the map of Europe and the number '50'.

LESSON #2

High value.

VOKÈ III | KITCHEN FURNITURE

Vokè-III
Kitchen furniture

TASK

PARTNER SEARCH IN SWEDEN AND NORWAY

PARTNER PROFILE

- Real estate developer;
- Construction companies;
- Loghouse and panel house builders

PARTNER SEARCH

- 22 potential partners were selected in Norway
- 26 potential partners were selected in Sweden



RESULT

- Business trip were organised where Voke III had 8 meetings in Norway and 8 meetings in Sweden
- As a result after only a month of the project Voke III has done the first delivery to Norwegian market.

We really appreciate our cooperation and in our opinion Your company is in much higher league than other consultant services. The business meeting in Norway was very useful; companies are willing to cooperate with us in the future / Gediminas Vasiliauskas, Export director/

A person with short brown hair, seen from behind, is looking at a wall covered in various design sketches, notes, and diagrams. The person is wearing a light-colored sweater with dark horizontal stripes. The wall behind them is filled with papers, some of which contain hand-drawn diagrams, sketches of objects, and handwritten text. A semi-transparent dark grey rectangle is overlaid on the center of the image, containing the text 'LESSON #3' and 'Know your client & market'.

LESSON #3

Know your client & market

KAME | BATHROOM FURNITURE

TASK

PARTNER SEARCH IN FINLAND AND SWEDEN

PARTNER PROFILE

- Wholesalers of bathroom furniture;
- Retailers of bathroom furniture;
- Loghouse and panel house builders
- Online retailers

PARTNER SEARCH

- 21 potential partners were selected in Finland
- 30 potential partners were selected in Sweden



RESULT

- 5 companies IN Finland and 5 companies in Sweden held meetings with Kame representatives during business visits
- As a result after only a month of the project Voke III has done the first delivery to Norwegian market.

Services offered by Gateway help to save a lot of time. We would suggest Gateway services to companies that are less experienced in a particular market, then it is actually possible to gain a lot of useful information. /Silvija Bisigirskyte, Export manager/

THANK YOU FOR YOUR ATTENTION!



GATEWAY & PARTNERS

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